

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 AGR-05 /026 W  
-----127900 192034Z /62

R 191923Z JUN 78  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 3307  
AMEMBASSY VIENNA  
AMCONSUL LENINGRAD

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USDOC FOR BEWT/TPD (ROBB)

VIENNA FOR VONTILLIUS

E.O. 11652: N/A  
TAGS: BEXP, UR  
SUBJECT: FOOD PROCESSING S/ME, MOSCOW-KIEV (NOV. 27 -  
DEC. 8, 1978)

REF: (A) MOSCOW 13166, (B) USDOC 10390

1. COMATT MET IN KIEV ON JUNE 9 WITH A. P. GORDENOK,  
PRESIDENT OF PRESIDIUM OF KIEV BRANCH OF USSR  
CHAMBER OF COMMERCE AND INDUSTRY, AND WITH HIS DEPUTY,  
V. V. BULVAROV, TO DISCUSS PLANS TO HOLD FOOD PROCES-  
SING S/ME DECEMBER 4 - 8 IN THAT CITY. MAIN ITEMS OF  
INTEREST TO EMERGE FROM MEETING WERE:

- A) KIEV CHAMBER REMAINS VERY INTERESTED IN SUP-  
PORTING THIS S/ME IN KIEV DURING DATES INDI-  
CATED BUT ONLY IF PARTICIPATING U.S. FIRMS WILL PRESENT  
TECHNICAL PAPERS AND DISPLAY EQUIPMENT RELATED TO  
TOPICS EARLIER PROVIDED (OUTLINED BY USDOC IN EXPORT  
MARKET GUIDE PREPARED FOR THIS S/ME) AS WELL AS TO  
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FOLLOWING TOPICS:

- (1) PRODUCTION OF TEXTURED PROTEIN BASED ON
- VEGETABLE RAW MATERIALS, TECHNOLOGY AND
- EQUIPMENT;
- (2) MILK PACKAGING SYSTEMS;
- (3) EQUIPMENT FOR SANITIZING FOOD PROCESSING
- SYSTEMS AND MACHINERY;

- (4) PURIFICATION OF WASTE WATER, EQUIPMENT AND TECHNOLOGY;
- (5) TECHNOLOGY FOR PRODUCTION OF ALL TYPES OF BABY FOOD;

- B) BULVAROV STATED FLATLY THAT UNLESS SEMINAR SESSIONS WOULD BE DEVOTED TO THESE BASIC THEMES, KIEV CHAMBER WOULD NOT BE ABLE TO LEND ITS SUPPORT TO EVENT.

- C) AS EXPECTED, CHAMBER PRESSED FOR EARLY RECEIPT OF TEXTS OF EACH FIRM'S TECHNICAL PAPER AS WELL AS CATALOGUES AND BROCHURES FOR ADVANCE APPROVAL AND DISSEMINATION TO INDUSTRY SPECIALISTS IN UKRAINE. COMATT PROMISED NOTHING BUT AGREED TO NEED FOR EARLY TRANSMITTAL OF THESE MATERIALS AND SAID WE WOULD MAKE EVERY EFFORT TO MEET CHAMBER'S REQUIREMENT.

## 2. ADMINISTRATIVE MATTERS:

COMATT WAS GIVEN COMPLETE TOUR OF CHAMBER FACILITIES AND HAD DETAILED DISCUSSION WITH GORDENOK AND BULVAROV REGARDING COSTS TO BE EXPECTED. AT RISK OF COVERING SOME OF SAME GROUND NOTED IN SITE SURVEYS CONDUCTED BY KURSCH (MAY, 1977) AND DAHMLOW (APRIL, 1978) FOLLOWING FACTS MAY BE NOTEWORTHY:

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- A) COST OF SPACE: (A) INDOOR EXHIBIT SPACE OF ABOUT 100 METERS WILL BE FIFTY RUBLES PER DAY (50 KOPECKS PER SQUARE METER PER DAY); (B) RENTAL OF ONE OF TWO EXISTING SEMINAR ROOMS WILL BE SIXTY RUBLES PER HOUR. (125 RUBLES PER HOUR IF AUDIO-VISUAL EQUIPMENT IS PROVIDED WITH MECHANIC.)
- B) RENTAL OF EQUIPMENT: CHAIRS ARE RENTED AT 2.50 RUBLES PER CHAIR FOR PERIOD OF EVENT. ONE TELEPHONE WILL COST 56 RUBLES FOR PERIOD EXCLUSIVE OF COST OF CALLS. REFRIGERATOR: 48 RUBLES FOR PERIOD.
- C) INTERPRETERS: REGULAR - 22 RUBLES PER DAY; SIMULTANEOUS - 30 RUBLES PER HOUR (TWO INTERPRETERS ARE REQUIRED IF THIS TYPE OF INTERPRETING IS LAID ON.)
- D) EXHIBIT WALL SYSTEMS: TWO TYPES ARE AVAILABLE AT KIEV CHAMBER, PLYWOOD/VENEER AT 16 RUBLES PER PANEL (TWO RUBLES HIGHER THAN REPORTED IN DAHMLOW SURVEY), OR PLASTIC AT FORTY (40) RUBLES PER PANEL. (IN RESPONSE TO QUESTION, CHAMBER OFFICIALS SAID IT WOULD BE PERFECTLY ACCEPTABLE IF WE CHOSE TO BRING USCO EXHIBIT

WALL SYSTEM TO KIEV FOR USE IN CHAMBER FACILITY.)

- E) TRANSPORTATION: AVAILABLE ONLY THROUGH IN-TOURIST AT COST OF FIVE RUBLES PER HOUR PER CAR.

- F) MEALS: ONLY IN LOCAL RESTAURANTS. CHAMBER HAS NO COOKING FACILITIES. COFFEE POT AND ROLLS WILL BE ALLOWED BUT MUST BE PROVIDED OR PURCHASED DAILY BY US.

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FM AMEMBASSY MOSCOW  
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3. COST ESTIMATE: BASED ON COST FIGURES ABOVE, WE ESTIMATE TOTAL EXPENSE OF TWO-DAY S/ME HELD IN KIEV CHAMBER -- EXCLUSIVE OF TRAVEL EXPENSES, FREIGHT, HOTEL ROOMS, ETC., AND ASSUMING WE USE USCO'S EXHIBIT WALL SYSTEM AND AUDIO-VISUAL AIDS -- AT APPROXIMATELY: 2,800 RUBLES, OR \$4,000 AT CURRENT OFFICIAL EXCHANGE RATE.

4. RECRUITMENT DIFFICULTIES: COMATT MENTIONED NOTHING TO KIEV CHAMBER OFFICIALS ABOUT PROBLEMS WE WERE HAVING IN ATTRACTING U.S. FOOD PROCESSING FIRMS FOR THIS TRADE PROMOTION EVENT. HE NOTED SIMPLY THAT PLANS WERE GOING FORWARD AND THAT WE HOPED SOON TO BE IN POSITION TO MAKE A FINAL PROPOSAL REGARDING RENTAL OF SPACE AND SERVICES IN KIEV. CHAMBER OFFICIALS ACCEPTED THOSE ASSURANCES AND INDICATED THAT THERE SHOULD BE NO PROBLEMS WITH SPACE RESERVATIONS ON DATES IN QUESTION.

5. USCO ASSISTANCE WITH RECRUITING: WE ARE AWAITING RESPONSE REFTTEL (A) BEFORE BEGINNING OUR SERIOUS RE-

CRUITING EFFORTS. IN VIEW OF CONTINUING APPARENT INTEREST ON PART OF SOVIETS WE DO NOT WANT TO THROW IN TOWEL ON THIS S/ME JUST YET. PLEASE ADVISE.  
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6. ACTION REQUESTED: ALL FIRMS WHICH USDOC/BEWT IS ABLE TO RECRUIT SHOULD BE ADVISED TO MOVE QUICKLY IN PREPARING THEIR TECHNICAL PAPERS SO THAT WE MAY RECEIVE THEM IN MOSCOW NO LATER THAN TEN WEEKS PRIOR TO EVENT, I.E., BY SEPTEMBER 15, 1978. GIVEN BULVAROV'S FIRM STATEMENTS ON REQUIREMENT FOR CHAMBER SUPPORT -- SUPPORT WHICH WILL BE CRITICAL TO SUCCESSFUL STAGING OF S/ME IN KIEV -- WE WISH TO UNDERLINE NEED FOR ADHERENCE TO SUGGESTED THEMES AND SUB-TOPICS AND IN SELECTION OF FIRMS, IN PREPARATION OF TECHNICAL PAPERS AND IN CHOICE OF EQUIPMENT DISPLAY. MATLOCK

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